

Message Text

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ACTION COME-00

INFO OCT-01 EUR-12 NEA-10 ISO-00 EB-08 PASS-00 /031 W

-----310351Z 049987 /75-70

R 300850Z MAR 77

FM AMEMBASSY ABU DHABI

TORUEHC/SECSTATE WASHDC 5875

INFO FAA BRUSSELS

FAA WASHDC C.C. AIA-130

AMEMBASSY ROME

UNCLAS ABU DHABI 0982

ROME FOR RCAA

E.O. 11652: NA

TAGS: BEXP, TC

SUBJ: CESSNA ACTIVITIES IN UAE

REF: FAA WASHDC (DTG 111450Z MAR 77), FAA BRUSSELS (DTG 171841Z MAR 77)

TO:HLTRM PHILLIP S. WOODRUFF
MANAGER, AFRICA AND MIDDLE EAST
CESSNA AIRCRAFT COMPANY
5800 E. PAWNEE
WICHITA, KANSAS

"CONCERNS" ABOUT CESSNA ACTIVITIES IN UAE DERIVE FROM VISIT OF ABDULLAH MASAOOD TO MR. DAN DOLAN, CHIEF, ECONOMIC/COMMERCIAL SECTION, ABOUT SIX WEEKS AGO. (FINNERTY TRANSFERRED 7/76)
DURING THIS VISIT, MR. MASSAOOD COMPLAINED OF CESSNA TREATMENT OF HIS PIONEERING VENTURE, ESPECIALLY PROPOSED CREATION OF DUBAI BASED ADDITIONAL DEALERSHIP AND ABOUT PARTS SUPPLY PROBLEMS. MR. MASAOOD WAS TOLD THAT WE WOULD BE HAPPY TO ATTEMPT TO CLARIFY THE SITUATION
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WHEN CESSNA REPRESENTATIVE WAS HERE. HOWEVER, NO CONTACT WAS MADE DURING THAT VISIT.

WHEN RCAA LENNIE DWOR WAS IN ABU DHABI ON FEBRUARY 12, MR. DOLAN ACCOMPANIED MR. DWOR TO VISIT MR. MASAOOD FOR FURTHER DISCUSSION DURING WHICH MASAOOD MADE CASE ABOUT HOW MUCH HIS COMPANY HAD DONE FOR CESSNA AND HOW LITTLE

EFFORTS HAD BEEN APPRECIATED.

MASAOODS HAVE STRONG POLITICAL INFLUENCE (ABDULLAH IS SPEAKER OF NATIONAL ASSEMBLY), HAVE NOT HAD PREVIOUS PROBLEMS WITH US FIRMS, AND ARE PREMIER LOCAL BUSINESS FAMILY WHOSE BUSINESSES IMPORTED APPROX 70 MILLION DOLLARS, REPEAT 70 MILLION DOLLARS FROM JUST US ALONE IN 1976. WITH THIS TRACK RECORD, IF MASAOOD IS UNHAPPY, WE TRY TO HELP STRAIGHTEN IT OUT.

IN ADDITION, DEPUTY DIRECTOR OF CIVIL AVIATION COMPLAINED TO RCAA ABOUT CESSNA 310 AND THREATENED TO GROUND THIS AIRCRAFT IF NEITHER CESSNA NOR FAA WILLING

INVESTIGATE AND REMEDY RETRACTION PROBLEMS WHICH HAVE RESULTED IN THREE ACCIDENTS SO FAR WITHOUT SERIOUS INJURY. FURTHERMORE, CHRIS MILLER AND QUENTIN FROST CHIEF PILOTS AND PARTNERS IN MASAOOD OWNED SUBSIDIARY, EMIRATES AIR SERVICE, COMPLAINED AND LIKEWISE REQUESTED EMBASSY ASSISTANCE IN THIS MATTER. SIX QUALIFIED PERSONS INCLUDING TWO FAA CERTIFICATED AIRFRAME AND POWERPLANT MECHANICS HAVE ATTEMPTED REPAIR AIRCRAFT ON THREE OCCASIONS WITHOUT SUCCESS.

FINALLY, MASAOOD AND EMIRATES AIR SERVICE PLANNING ADDITIONAL, SUBSTANTIAL EQUIPMENT PURCHASES, BUT THEY HAVE SECOND THOUGHTS UNLESS PRESENT SITUATION RECTIFIED.

WE ARE VERY MUCH INTERESTED IN SEEING THE PARTIES REACH UNCLASSIFIED

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A MUTUALLY AGREEABLE SOLUTION. EMIRATES AIR SERVICE IS DEFINITELY PLANNING TO EXPAND IN ORDER TO PROVIDE SHORT HAUL PASSENGER/CARGO LINK BETWEEN VARIOUS EMIRATES AND PERHAPS OTHER GULF STATIONS. THEREFORE, WE STRONGLY RECOMMEND THAT YOU OR YOUR REPRESENTATIVE VISIT ABU DHABI SOONEST. IN THE MEANTIME THE EMBASSY IS READY TO DO ANYTHING POSSIBLE TO HELP SOLVE THE MASAOOD/CESSNA PROBLEM. R.BRUCE JACKMAN, ECON/COMM.

AMERICAN EMBASSY
ABU DHABI, UNITED ARAB EMIRATES
DICKMAN

NOTE BY OCT: PASSED ABOVE ADDRESSEE.

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
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Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
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Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
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Format: TEL
From: ABU DHABI
Handling Restrictions: n/a
Image Path:
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Litigation History:
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Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
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Review Event:
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Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3197880
Secure: OPEN
Status: NATIVE
Subject: CESSNA ACTIVITIES IN UAE
TAGS: BEXP, TC
To: STATE
Type: TE
vdkgvwkey: odhc://SAS/SAS.dbo.SAS_Docs/7cc212bd-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009